

# Enterprise Sourcing Group Small Business Office

**Mission:** Partner with industry and the acquisition community to execute the Air Force Small Business Program while accomplishing the ESG mission.

**Vision:** Maximize small business opportunities while accomplishing the ESG mission.

## ESG Small Business Leadership



Barbara Liptak,  
Director of Small Business  
WPAFB



Mary Urey  
Director of Small Business  
San Antonio OL

## Steps for Doing Business with SBO

1. Make yourself known in the Federal procurement arena. Email, call, or schedule a visit to meet with an ESG Small Business Specialist to discuss your capabilities
2. Register your capabilities and experience with the [Central Contractor Registration](#) (CCR) system. In order to receive a contract with the Federal Government you must be registered in the CCR.
3. Complete all other registrations:  
  
[Online Reqs and Certifications Application](#)  
  
[Contractor and Government Entity Code](#)  
  
[Dun & Bradstreet](#)  
  
[Wide Area Workflow](#)  
  
[North American Industry Classification Codes](#)  
  
[Data Universal Numbering System](#)
4. For Federal Business Opportunities go to [FedBizOpps](#) for information on proposed procurements exceeding \$25,000. FedBizOpps lists awards of contracts by DoD of \$100,000 or more, as well as all federal contract awards of \$50,000 or more for potential subcontracting opportunities.
5. Be alert for announcements of conferences, trade fairs, and other federally attended or sponsored industrial liaison meetings in your area.
6. Participate in Market Research by responding to: requests for information (RFIs), follow-up questionnaires or requests for site visits, and Sources Sought Synopses. Attend Industry Days. Your responses are important to ESG and can affect our acquisition strategy.

## ESG Small Business Upcoming Events

**March 20-21, 2012** -Ohio Business Matchmaker, Dayton, Ohio

**May 9-11, 2012**-Panama City Society of American Military Engineers Post Industry Day, Panama City, Florida

**May 22-25, 2012**-Society of American Military Engineers Joint Engineer Training Conference, St. Louis, Missouri

**June 25-29, 2012**-National Veterans Small Business Conference, Detroit, Michigan

## ESG Small Business Points of Contact

**ESG/SB - Wright-Patterson AFB, Ohio – supporting 771 Enterprise Sourcing Squadron (ESS) and 773 ESS Medical Svc Commodity Council**

Contact us: [ESG.SB.Workflow@wpafb.af.mil](mailto:ESG.SB.Workflow@wpafb.af.mil)

Director: 937-257-2822

Small Business Specialist: 937-257-2602

Small Business Specialist: 937-257-1864

**ESG/SB San Antonio, Texas**

**(ESG/SB SA OL) – supporting 772 ESS (AFCEE, AFCESA), 773 ESS (AFMSA, AFMOA), & Force Protection Commodity Council**

Contact Us: [ESG.SBSA@us.af.mil](mailto:ESG.SBSA@us.af.mil)

Director: 210-395-8907

Small Business Specialist: 210-395-8818

Small Business Specialist: 210-395-8819

**Maxwell AFB – Gunter Annex, Ala. – supporting Information Technology Commodity Council**

Small Business Specialist: 334-416-4137

**ESG/SB DTIC OL - Fort Belvoir, VA – supporting ESG/PKS (DTIC)**

Small Business Specialist: currently supported by WPAFB

## Resources

[Small Business Administration \(SBA\)](#)

[Air Force Small Business](#)

[DoD Small Business](#)

[Procurement Technical Assistance Center \(PTAC\)](#)

[Small Business Development Center \(SBDC\)](#)

[Service Corp of Retired Executives \(SCORE\)](#)

[Federal Acquisition Regulations](#)

[US General Services Administration](#)

[Women-Owned Businesses Selling to the Government](#)

[Acquisition Central](#)